



# LAKE HAVASU CITY

## October 2016 Taxes

### Sales, Use and Accommodation Tax Report

The Lake Havasu City Sales, Use and Accommodation Tax Reports examine tax collections for the month of September 2016, which were remitted to the Arizona Department of Revenue in October 2016 (and into early November). Tax collection information is provided by Arizona Department of Revenue.

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## Sales Tax

Fiscal Year to Date October 2016 sales tax collections are 3.3% above budget and 8.8% above prior year. The month of October is 6.7% over prior year.

### Fiscal YTD vs. Budget

Sales Tax FYTD October 2016	Budget FYTD October 2016	% Increase/Decrease over Budget
\$6,640,021	\$6,425,000	3.3%

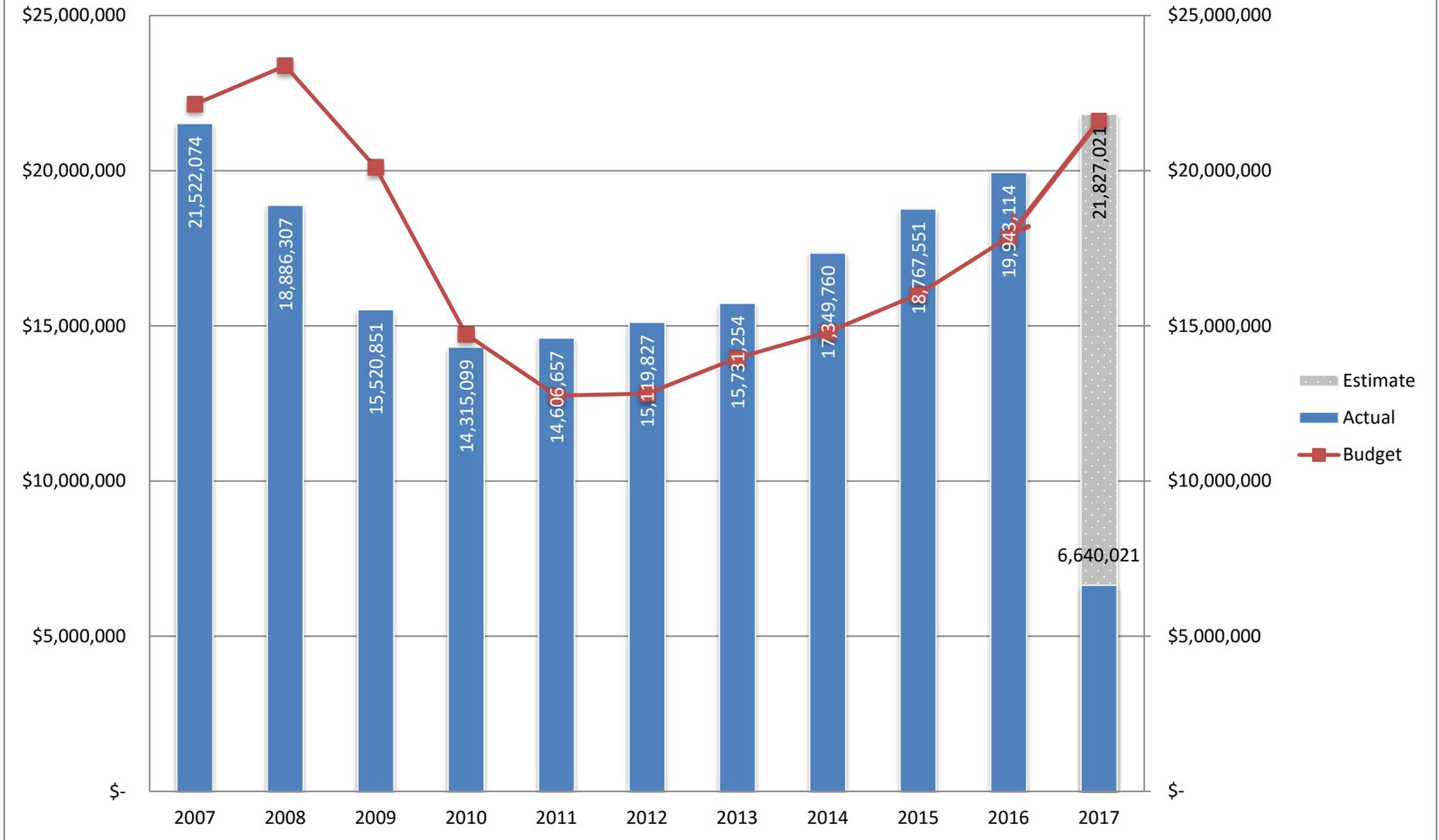
### Fiscal YTD vs. Prior YTD

Sales Tax 2017 FYTD	Sales Tax 2016 FYTD	% Increase/Decrease over Prior FYTD
\$6,640,021	\$6,098,519	8.8%

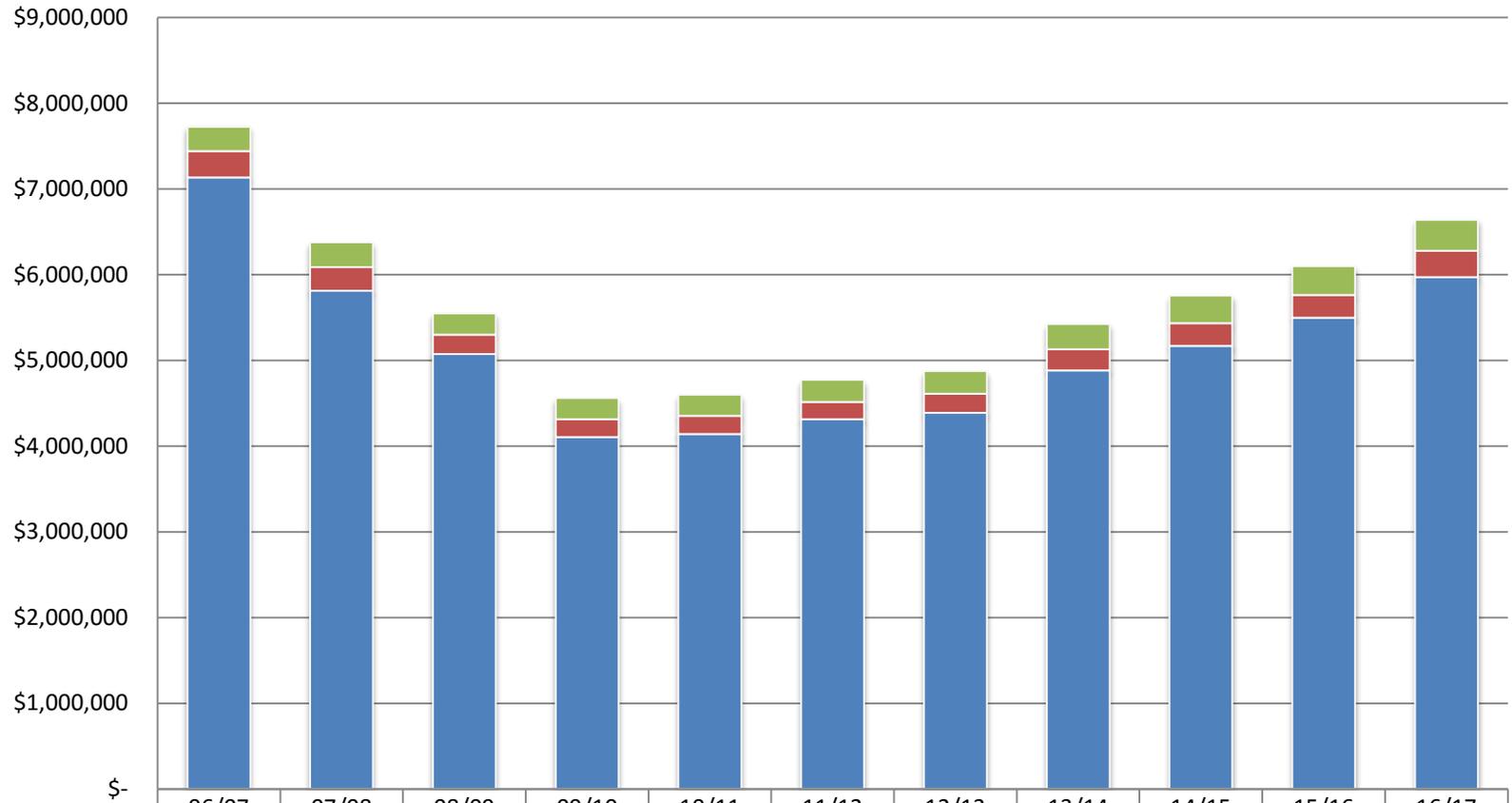
### Month vs. Month Prior Year

Sales Tax October 2016	Sales Tax October 2015	% Increase/Decrease over Prior Year
\$1,548,093	\$1,450,719	6.7%

## Lake Havasu City Sales Tax Revenue by Fiscal Year 2007-2017

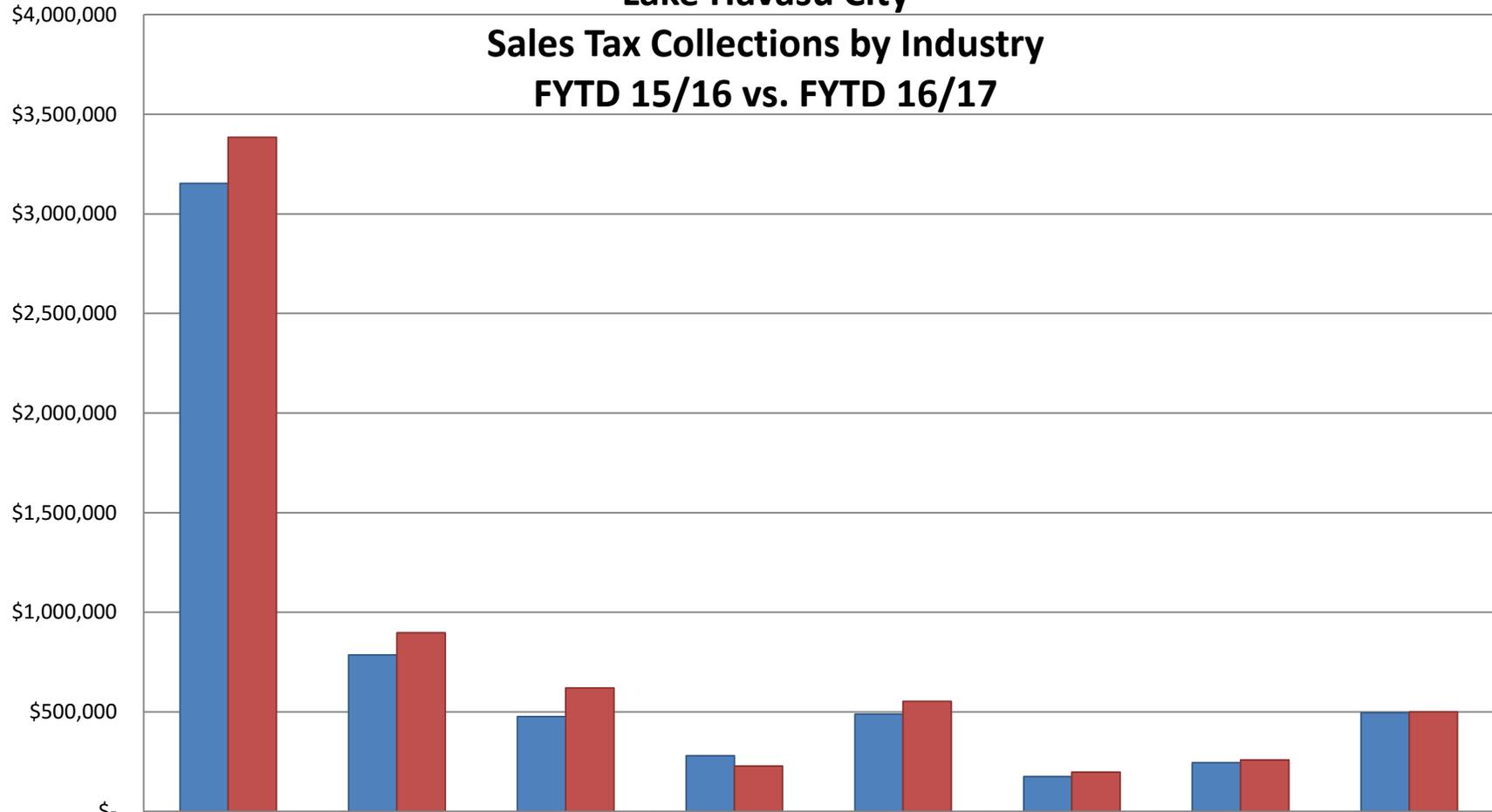


## Lake Havasu City Total Tax Collected - Fiscal Year to Date July 2016 - October 2016



	06/07	07/08	08/09	09/10	10/11	11/12	12/13	13/14	14/15	15/16	16/17
■ Restaurant & Bar Additional 1%	284,265	289,174	247,878	247,182	247,038	256,026	265,449	295,053	320,036	335,274	361,994
■ Hotel/Motel Additional 3%	305,558	273,929	227,286	209,984	211,204	203,921	222,483	245,671	266,610	265,583	308,527
■ 2% City Sales Tax Collected	7,133,855	5,812,870	5,073,474	4,103,754	4,141,334	4,312,106	4,388,345	4,883,817	5,167,565	5,497,662	5,969,500

## Lake Havasu City Sales Tax Collections by Industry FYTD 15/16 vs. FYTD 16/17



	Retail	Restaurant & Bar	Construction	Communication & Utilities	Accommodation	Manufacturing	Services	All Other Categories
15/16	3,153,144	785,955	475,967	279,284	488,340	175,012	244,908	495,909
16/17	3,384,854	897,998	619,730	227,715	553,179	197,096	258,709	500,740

\*Utilities Taxes down due to a refund requested by and issued to City for water sales.

## RETAIL SALES

October retail sales tax collections have increased by \$65,817 or 8.9% compared to the same period last year. Fiscal Year to Date collections are 7.3% higher than last year.

### Month vs. Month Prior Year

Month	Retail Sales Tax 2016	Retail Sales Tax 2015	% Increase/Decrease over Prior Year
July	\$898,522	\$850,445	5.7%
August	\$831,766	\$802,644	3.6%
September	\$848,925	\$760,231	11.7%
October	\$805,641	\$739,824	8.9%

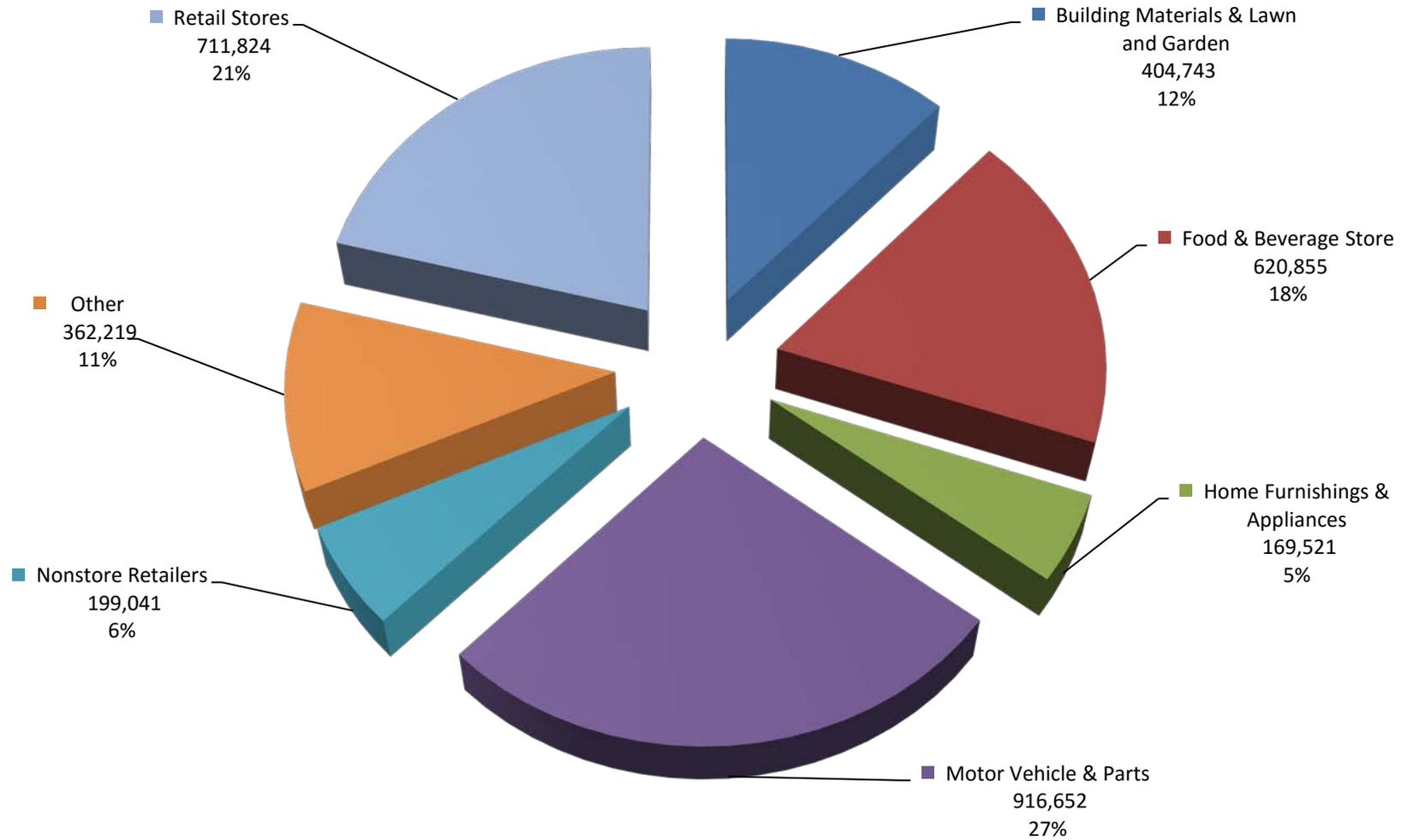
### Fiscal YTD vs. Prior YTD

Retail Sales Tax 2017 FYTD	Retail Sales Tax 2016 FYTD	% Increase/Decrease over Prior FYTD
\$3,384,854	\$3,153,143	7.3%

### Month vs. Month Retail Sales Categories

Retail Trade Categories	October 2016	October 2015	Change %
Building Materials & Lawn and Garden	\$101,849	\$96,417	5.6%
Food & Beverage Store	\$153,232	\$120,275	27.4%
Home Furnishings & Appliances	\$41,982	\$30,836	36.1%
Motor Vehicle & Parts	\$214,178	\$214,905	-0.3%
Nonstore Retailers	\$39,208	\$35,419	10.7%
Other	\$91,164	\$85,389	6.8%
Retail Stores	\$164,028	\$156,582	4.8%
Total	\$805,641	\$739,824	8.9%

## Retail Sales by Category FYTD July 2016 - October 2016



### Accommodations and Restaurant & Bar

Lake Havasu City collects an additional tax on accommodations (3%) and restaurant & bar sales (1%). The revenues generated by these additional taxes are disbursed to the Partnership for Economic Development (PED) (25%) and Convention & Visitors Bureau (CVB) (75%).

### Month vs. Month Prior Year

Tax Type	October 2016	October 2015	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$84,343	\$81,790	3.1%
Hotel/Motel Additional 3%	\$61,217	\$50,006	22.4%
2% City Sales Tax Collected	\$1,548,093	\$1,450,719	6.7%

### Fiscal YTD vs. Prior YTD

Tax Type	2017 FYTD	2016 FYTD	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$361,994	\$335,274	8.0%
Hotel/Motel Additional 3%	\$308,527	\$265,583	16.2%
2% City Sales Tax Collected	\$5,969,500	\$5,497,662	8.6%